

THE ENTREPRENEURIAL CENTER

The mission of The Entrepreneurial Center is to help people achieve financial independence through self-employment. Since 1985, The Entrepreneurial Center has been training women and men to start their own businesses. Aspiring entrepreneurs of all income levels are encouraged to participate. Our unique training program develops the business, as well as the business owner, leading to a high rate of successful small business startups. The Center also seeks to address the real or perceived barriers that may inhibit individuals from pursuing self-employment. Services are available statewide on a sliding scale to income-eligible individuals.

Who Succeeds in Small Business?

Successful small business owners are usually:

- ◆ Independent thinkers
- ◆ Creative and resourceful
- ◆ Self-starters
- ◆ Flexible
- ◆ Calculated risk takers

Self-employment is not for everyone, but for the right person, it can be a way to take control of your financial future. To succeed in business, you don't need a formal education or a lot of money. You **do** need a sound idea and the willingness to work hard to achieve your goals. Your life experiences - such as managing time, money and family - may have already helped you to acquire valuable business skills.

If you think you have the qualities to be a successful business owner, you'll want to register for our Self-Assessment Workshop.

Is Self-Employment For Me?

This 2-part Self-Assessment Workshop is a prerequisite to *Comprehensive Small Business Training*. It is offered several times in the months of February and September. In the workshop you will:

- ◆ Assess the value of planning
- ◆ Explore the positive and negative aspects of self-employment
- ◆ Evaluate your potential for successful business ownership
- ◆ Identify your business skills
- ◆ Discover what's involved in starting your own business

Comprehensive Small Business Training

This 16-week program is offered twice a year with day or evening classes starting in early March and October. You'll learn how to:

- ◆ Research your market
- ◆ Develop business management skills
- ◆ Understand financial and legal issues
- ◆ Be accountable for your taxes
- ◆ Write and use a business plan
- ◆ Carefully plan your startup
- ◆ Manage your finances
- ◆ Assess technology needs for small business

Opening the Doors of Your Business and Beyond

The Entrepreneurial Center continuously provides:

- ◆ Access to our team of business advisors
- ◆ Connections to financial resources

- ◆ Training and refresher courses
- ◆ Referrals to resources for small business

Access to Capital

The Entrepreneurial Center provides access to capital through the statewide **Connecticut Development Authority's URBANK Entrepreneurial Loan Program**. The maximum loan is \$500,000. To be eligible to apply, one must be an Entrepreneurial Center client in good standing, meet the requirements of the training program, and complete a written business plan. **Loan approval is not guaranteed. The borrower and the loan application must meet established criteria.**

SBA OFFICE OF WOMEN'S BUSINESS OWNERSHIP

SBA-OWBO, a program of The Entrepreneurial Center, provides owners of start-ups to established businesses:

- ◆ One-on-one business counseling
- ◆ Business workshops & resources
- ◆ Access to all SBA business programs
- ◆ Access to SBA loan programs

OWBO also provides business counseling online at www.onlinewbc.gov or e-mail us directly at sbaowboct@hartford.edu

Training & Support Facility Locations

E-mail: entrectr@hartford.edu
Website: www.entrepreneurialctr.org

The Entrepreneurial Center 860 768-5681
& SBA OWBO-CT 860 768-5663
Hartford College for Women / Univ. of Hartford
50 Elizabeth Street
Hartford, CT 06105-2280

The Entrepreneurial Center 203 382-5582

Hartford College for Women / Univ. of Hartford
955 Connecticut Ave., Suite 2103
Bridgeport, CT 06607

Spring 2003 Schedule

"Is Self-Employment for Me?"

Self-Assessment Workshop Registration Form

Please select the location and dates of the two-part workshop you would like to attend. The cost is \$35.

Hartford Part 1 & 2

Morning Sessions: 9:30 a.m. – noon
Dates (Days)

☐ Feb 5 & 10 (W & M)

☐ Feb 8 & 22 (Sat.)

☐ Feb 12 & 17 (W & M)

☐ Feb 19 & 24 (W & M)

Evening Sessions: 6:30 – 9:00 p.m.
Dates (Days)

☐ Feb 6 & 11 (Th & Tu)

☐ Feb 13 & 18 (Th & Tu)

☐ Feb 20 & 25 (Th & Tu)

Bridgeport Part 1 & 2

Morning Sessions: 9:30 a.m. – noon
Dates (Days)

☐ Feb 13 & 18 (Th & Tu)

☐ Feb 20 & 25 (Th & Tu)

☐ Feb 22 & Mar 1 (Sat.)

☐ 2/27 & 3/4 (Th & Tu)

Evening Sessions: 6:30 – 9:00 p.m.
Dates (Days)

☐ Feb 12 & 17 (W & M)

☐ Feb 19 & 24 (W & M)

☐ 2/26 & 3/3 (W & M)

☐ I am not interested now, but please put me on your mailing list.

Comprehensive Small Business Training

Spring 2003 evening and day classes will begin in Hartford on March 3 & 4 and in Bridgeport on March 10 & 11. Classes are held two mornings or two evenings per week through last week of June 2003.

Name _____
Street _____
City, State, Zip _____
Home Phone (_____) _____ Day? Eve?
Work Phone (_____) _____ Day? Eve?
Email _____

Make \$35.00 check payable to: **University of Hartford**

Mail to: **The Entrepreneurial Center**
50 Elizabeth Street
Hartford, CT 06105-2280

To help the instructor prepare for the group and the workshop, please provide the following information:

What are your business ideas?

#1 _____

#2 _____

How did you come up with your ideas?

Have you ever been in business before?

☐ Yes ☐ No

☐ Full-time ☐ Part-time

Are you presently in business?

☐ Yes ☐ No

☐ Full-time ☐ Part-time

How did you hear about our program?

S03

Small business ownership is risky, as well as rewarding.

The Entrepreneurial Center provides:

- ◆ Self-Assessment Workshops for existing and prospective business owners
- ◆ Comprehensive Small Business Training
- ◆ Assistance with the development of your business plan
- ◆ Support as you research and seek sources of capital
- ◆ Access to our team of business advisors
- ◆ Graduate networking groups
- ◆ Referrals to professional services
- ◆ Ongoing training/refresher courses

The Entrepreneurial Center is a program of The Career Counseling Center, the community outreach division of Hartford College for Women, which is one of the nine colleges of the University of Hartford.

Funding is provided in part by:

CT Development Block Grant, City of Bridgeport
CT Development Block Grant, City of Hartford
Share Our Strength Foundation
Trickle Up Program



U.S. Small Business Administration



The SBA OWBO – CT is partially funded by the U.S. Small Business Administration’s Office of Women’s Business Ownership (OWBO). The OWBO is established to help women become full partners in economic development through small business ownership. SBA’s cooperation does not constitute or imply its endorsement of any opinions, products and/or services. All SBA programs are extended to the public on a nondiscriminatory basis.

The University of Hartford admits students without regard to race, age, color, creed, gender, physical ability, sexual orientation, and national

and ethnic origin to all rights, privileges, programs, and activities generally accorded or made available to students of the University.

The Entrepreneurial Center
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HARTFORD

**Comprehensive Support
For Small Business**

**The
Entrepreneurial
Center**

**Developing
Businesses
and
Business Owners
Since 1985**



